

December 14, 2023

## DUAL's NBIS Evolves with Strategic Underwriting Promotion; President Retires

[DUAL North America](#) ("DUAL"), today announced the retirement of Bill Tepe, who served as President for NationsBuilders Insurance Services, Inc. (NBIS), a subsidiary of DUAL, since 2009. Following a distinguished 14 years of service, Tepe will retire effective January 1, 2024.

Tepe commented: "It's been a fulfilling chapter marked by shared triumphs and growth and I'm immensely proud of our achievements. I want to express my deepest gratitude to our exceptional team and partners. I have confidence that NBIS is in good hands and will have continued success."

D.J. Postles, who joined the team in [March 2023 as EVP of Underwriting](#), has assumed day-to-day management of the business. With 22 years of experience, Postles has an extensive background in underwriting and leadership, previously working for large and mid-size carriers in the North American insurance marketplace. Postles will report to [Tricia Loney, Head of Specialty Casualty](#).

Tepe commented: "D.J.'s wealth of industry knowledge will ensure that NBIS continues to excel in providing top-tier services for the crane, rigging, concrete pumping, and specialized transportation insurance sectors."

Postles commented: "I am honored to carry forward the legacy that Bill has established. Working alongside him has been a pleasure, and I am thrilled about building upon the foundation he successfully laid."

To support Postles, Lindia Nicholas-Kritzenen has been promoted to Senior Vice President of Underwriting.

In her new role, Nicholas-Kritzenen will be responsible for the management, development, and execution of underwriting strategies and objectives. She will also assume additional responsibilities including carrier portfolio management and employee training and development.

Postles commented: "Lindia continues to be a key asset to our company, and her promotion is a testament to her outstanding contributions and unwavering commitment to excellence. Lindia works closely with our brokers and agency partners and is known for driving best-in-class underwriting and service. She will be instrumental in our plan for continued growth."

Nicholas-Kritzenen previously held the position of VP of Underwriting at NBIS and has more than 25 years of insurance experience, six of which have been with NBIS.

-ENDS-

## **About DUAL North America**

DUAL North America, Inc. is a leading Specialty Program Administrator offering Property, Casualty, Financial Lines, and Surety products through several specialized operating subsidiaries. DUAL currently has offices in 14 locations throughout North America that underwrite and manage unique insurance programs utilizing advanced technology and simplified distribution methods.

DUAL North America transacted over \$1.5bn in gross written premium in 2022 across over 45 insurance products. DUAL North America is a part of the DUAL Group. DUAL, the specialist underwriting arm of Howden Group, is one of the world's largest international underwriting agencies and one of Lloyd's largest international coverholders with operations in 21 countries and \$3.2bn GWP.

For more information, visit [www.dualinsurance.com](http://www.dualinsurance.com).

## **About Howden**

Howden is a leading global insurance group with employee ownership at its heart. Founded in 1994, it provides insurance broking, reinsurance broking and underwriting services and solutions to clients ranging from individuals to the largest multinational companies.

The group operates in 50 countries across Europe, Africa, Asia, the Middle East, Latin America, the USA, Australia and New Zealand, employing 15,000 people and handling \$35bn of premium on behalf of clients.

For more information, please visit [www.howdengroup.com](http://www.howdengroup.com) and [www.howdengroupholdings.com](http://www.howdengroupholdings.com)

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